

RFP 6543 - OnSSI IP Camera Software

Section	Brief Description	RESPONDER		Cant tell disq.		DS		ES		DS		DS	
		NETech Corporation	Extended	Security Corporation	Extended	Vanguard Fire and Sec	Extended	Vanguard Fire & Sec Sys	Extended	Optimal Solutions Inc	Extended	Periphe	
7.1	Initial fees :Installation, setup and configuration of the solution	\$6750	6750	\$ 3,510.00	\$ 3,510.00	\$ 2,940.00	\$ 2,940.00	\$ 2,940.00	\$ 2,940.00	\$ 7,100.00	\$ 7,100.00	\$ 2,000.00	
7.2	Other initial fees for svc not in section 7.1	\$ -		\$ 936.00	\$ 936.00	N/A		n/a		\$ -		\$ 4,950.00	
7.3	Server software costs for solution	\$ 2,200.00	\$ 2,200.00	\$ 4,134.00	\$ 4,134.00	\$ 1,874.00	\$ 1,874.00	\$ 2,999.00	\$ 2,999.00	\$ 1,648.90	\$ 1,648.90	\$ 1,967.70	
7.4	Camera License Costs (per camera)												
	1-50 licenses	\$ 270.00		\$ 374.00		\$ 246.00		\$ 282.00		\$ 221.10		\$ 235.20	
	51-100 licenses	\$ 265.00		\$ 336.00		\$ 235.00		\$ 275.00		\$ 221.10		\$ 235.20	
	Over 101 licenses	\$ 255.00	\$ 51,000.00	\$ 330.00	\$ 66,000.00	\$ 224.00	\$ 44,800.00	\$ 269.00	\$ 53,800.00	\$ 221.10	\$ 44,220.00	\$ 235.20	
	Any other quantity discounts? At what level	none		none				n/a		none		Nc	
7.5	Annual server software maintenance costs for the solution											DS	
	Year 1	\$ 200.00	\$ 200.00	\$ 485.00	\$ 485.00	\$ 449.00	\$ 449.00	\$ 539.00	\$ 539.00	\$ 328.90	\$ 328.90	\$ 352.00	
	Year 2	\$ 200.00	\$ 200.00	\$ 509.00	\$ 509.00	\$ 300.00	\$ 300.00	\$ 360.00	\$ 360.00	\$ 220.00	\$ 220.00	\$ 237.00	
	Year 3	\$ 200.00	\$ 200.00	\$ 533.00	\$ 533.00	\$ 225.00	\$ 225.00	\$ 270.00	\$ 270.00	\$ 163.90	\$ 163.90	\$ 177.45	
7.6	Annual camera maintenance costs per unit												
	Year 1	\$ 70.00	\$ 14,000.00	\$ 80.00	\$ 16,000.00	\$ 59.00	\$ 11,800.00	\$ 56.00	\$ 11,200.00	\$ 44.00	\$ 8,800.00	\$ 46.20	
	Year 2	\$ 75.00	\$ 15,000.00	\$ 80.00	\$ 16,000.00	\$ 36.00	\$ 7,200.00	\$ 34.00	\$ 6,800.00	\$ 30.80	\$ 6,160.00	\$ 74.55	
	Year 3	\$ 80.00	\$ 16,000.00	\$ 80.00	\$ 16,000.00	\$ 27.00	\$ 5,400.00	\$ 26.00	\$ 5,200.00	\$ 17.60	\$ 3,520.00	\$ 95.55	
7.7	Annual cost for software Updates. List all programs applicable												
	Year 1	\$375+per camera chg	\$375	\$ 106.00	\$ 106.00	included		included	\$ -	NA	\$ -	no charge	
	Year 2	\$625+per camera chg	\$625	\$ 174.00	\$ 174.00	included		included	\$ -	NA	\$ -	\$	
	Year 3	\$800+per camera chg	\$800	\$ 227.00	\$ 227.00	included		included	\$ -	NA	\$ -	\$	
7.8	Annual costs for email & telephone support described in Section 5												
	Year 1	\$ -	\$ -	no charge	\$ -	free		free	\$ -	\$ 2,400.00	\$ 2,400.00	no charge-	
	Year 2	\$50/call	\$ 500.00	no charge	\$ -	\$ 2,000.00		\$ 2,000.00	\$ 2,000.00	\$ 2,400.00	\$ 2,400.00	no charge-	
	Year 3	\$50/call	\$ 500.00	no charge	\$ -	\$ 2,400.00		\$ 2,400.00	\$ 2,400.00	\$ 2,400.00	\$ 2,400.00	no charge-	
7.9	Hourly rate for onsite support, business hours 8am-5pm local time	\$ 95.00		\$ 82.40		\$ 75.00		\$ 75.00		\$150/hr see comments		\$55 on onSSI	
7.10	Hourly rate for onsite support	\$ 140.00		\$ 82.40		\$ 131.00		\$ 131.00		\$150/hr see comments		\$55 on ocular	
	Times considered afterhours	6pm-6am; wkends		5pm-8am				after 5 pm; wkends		5pm-8am		outside of N	
7.11	Company offers/recommends any different Support Programs	crossed off		N/A				n/a		see proposal		nc	
7.12	Add Alternate "a". GE Secure Perfect Integration	\$90/camera		Need add'l info				\$ 2,000.00		no specific pricing can be provided		\$	
	NOTES:	Chg from Access Integration Company						all inputs/outputs to be provided by county/city		see specifics		per narrative fro cabling &	
7.13	Travel & other chargeable expenses impacting contract specifics	\$50 trip chg for svc not included on maintenance scheduled visits		trip chg \$67.50				travel rates same as hrly rate. Billed start to finish.		see proposal		no charge	
7.14	Other pricing considerations/optional services your company proposes to provide	None listed		blank				redundant NetEVS as described \$2999		blank		see coi	
Other criteria													
	Met all bidding requirements requested qty/formats/completeness												
	Any clarifications required												
	other notes												
¹ price includes purchase & installation of all software & connecting the 1st 10 cameras outlined in the bid and 4-6 hrs of staff training as well ² Design & implementation of dual trusted forrests if not in place ³ plus Mandatory minimum one year SUP agreement													
Camera Quantity 200													
Initial Purchase cost		\$ 59,950.00		\$ 74,580.00		\$ 49,614.00		\$ 59,739.00		\$ 52,968.90			
Year 1		\$ 14,575.00		\$ 16,591.00		\$ 12,249.00		\$ 11,739.00		\$ 11,528.90			
Year 2		\$ 16,825.00		\$ 16,683.00		\$ 7,500.00		\$ 9,160.00		\$ 8,780.00			
Year 3		\$ 17,500.00		\$ 16,760.00		\$ 5,625.00		\$ 7,870.00		\$ 6,083.90			
Three Year TCO		\$ 108,850.00		\$ 124,614.00		\$ 74,988.00		\$ 88,508.00		\$ 79,361.70			

	ES		ES		DS	
ral vision	Peripheral	Extended	WILTEC Technologies	Extended	WILTEC Technologies	Extended
	\$ 2,000.00	\$ 2,000.00	\$ 1,680.00	\$ 1,680.00	\$ 1,680.00	\$ 1,680.00
	\$ 4,950.00	\$ 4,950.00	\$ 1,120.00	\$ 1,120.00	\$ 1,120.00	\$ 1,120.00
	\$ 3,148.00	\$ 3,148.00	\$3898.70 ³	\$ 3,898.70	\$ 2,436.20	\$ 2,436.20

	\$ 282.45		\$349.70 ³		\$ 291.00	
	\$ 282.45		\$344.32 ³		\$ 286.00	
\$47,040.00	\$ 282.45	\$ 56,490.00	\$ 339.00	\$ 67,250.00	\$ 282.00	\$ 55,400.00
one			151-250 \$336.25 ³		151-250 \$277.00	

	\$ 565.95		\$ 700.70	\$ 700.70	\$ 436.80	\$ 436.80
	\$ 378.00		\$ 468.00	\$ 468.00	\$ 292.50	\$ 292.50
	\$ 283.50		\$ 351.00	\$ 351.00	\$ 219.70	\$ 219.70

\$ 9,240.00	\$ 55.65	\$ 11,130.00	\$ 68.90	\$ 13,780.00	\$ 57.20	\$ 11,440.00
\$ 14,910.00	\$ 89.25	\$ 17,850.00	\$ 41.60	\$ 8,320.00	\$ 35.10	\$ 7,020.00
\$ 19,110.00	\$ 115.50	\$ 23,100.00	\$ 32.50	\$ 6,500.00	\$ 26.00	\$ 5,200.00

		\$ -	no charge		no charge	
400.00		\$ 400.00	no charge		no charge	
400.00		\$ 400.00	no charge		no charge	

see proposal		0	\$90/hr	\$ 1,800.00	\$90/hr	\$ 1,800.00
see proposal		0	\$90/hr	\$ 1,800.00	\$90/hr	\$ 1,800.00
see proposal		0	\$95/hr	\$ 1,800.00	\$95/hr	\$ 1,800.00

- see proposal			\$90/hr		\$90/hr	
is- see proposal			\$90/hr		\$90/hr	

A-f 7am-7pm			5pm-8am		5pm-8am	
one			n/c		n/c	

331.00			blank see note below		blank see note below	
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m \$331/node plus installation			tbd based on requested level of integration		tbd based on requested level of integration	
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≥ w/in w.c.			trip chg/svc call is calculated at rate of 75% of hrly rate unless under contract w/svc agre		trip chg/svc call is calculated at rate of 75% of hrly rate unless under contract w/svc agre	
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Comments			see comments		see comments	
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Telephone support of \$1800 per year is an estimate of 20 hours per year. It could t

\$ 55,957.70		\$ 66,588.00		\$ 73,948.70		\$ 60,636.20
\$ 9,592.00		\$ 11,695.95		\$ 16,280.70		\$ 13,676.80
\$ 15,147.00		\$ 18,628.00		\$ 10,588.00		\$ 10,912.50
\$ 19,287.45		\$ 23,783.50		\$ 8,651.00		\$ 7,219.70

\$ 99,984.15		\$ 120,695.45		\$ 109,468.40		\$ 92,445.20
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